

NURSING & ASSISTED CARE HOMES

Moving from your own residence into a nursing home or an assisted care home is a big transition for many and will take some time getting used to. During the first steps though, when looking to secure an agent to help you sell your property and transition into this phase, you will want someone who will keep your decisions, ultimate goals and best interests at heart. Our team will work with you to ensure your desired timeline is kept to, that any pivotal memories of yours are used as key selling points to sell the home, and the right sale price is achieved.

What if my children or other family members would like to be involved in the decision making process?

That is more than fine. Our selling team have experience in communicating and managing a sale with multiple parties involved. Your decision is likely influenced by your supportive family but it is ultimately important to remember that this transition is for you, so the main decision should be yours. If this situation applies to you, we do suggest organising a time for all parties involved to sit down face to face, chat about any concerns and the options at hand, ensuring everyone is comfortable enough to move forward.

Do I need to sell before securing the assisted home?

Whilst there is no right or wrong way, buying first comes with considerations. If you are wanting to buy first, ensure that you have bridging finance organised so if you're in the situation where you need to hold two homes at once, you'll have the necessary bank approval. It's also important to have enough of a deposit available so you are ready to act. Most facilities/assisted homes will actually allow you the opportunity to pay a small holding deposit on your desired home and then begin the process of selling your current home, so long as the facility can see there is progress on the sale. In this scenario, once you have sold, the remainder of the funds would go to the facility. Whilst this is doable, choosing to sell first is always a safer option as you know how much money you have to work with for your next home. As a seller, you could also incorporate a delayed settlement in the contract to allow you the appropriate time to purchase, or even include a

rent back option which will allow you to stay in your home and pay rent to the purchaser, ultimately giving you more time to find your next property.

What do we do with all the furniture and personal belongings?

The best place to start would be removing or collecting any personal items that hold sentimental value to you to keep with you. This can take a bit of time so be sure to allow for this in your schedule. Depending on the condition of the furniture, your agent could choose to use part or all of it in the marketing of the property. If you're unsure, it's best to have an agent come in prior to you starting to clear the home so you can understand what needs to be kept and what needs to be left. If there are items you may not wish to keep, here at Saliba Estate Agents our moving team can assist with the removal which involves organising the necessary tradespeople or skips bins. We can do this to ensure your specific timeline is met. For the items you do not want, we can also assist by helping you sell or donate to charity.

What if I don't want to do open homes?

This is where our off market strategy would suit best, allowing us to gain price feedback and sell prior to the full sales campaign if we choose to. During this process we can offer to show prospective purchaser's through your home privately to avoid large crowds visiting your home all at once. We also conduct video tours via WhatsApp as well as take property walk-throughs, allowing us a greater reach of potential buyers without conducting an open home.

Our advice and information is general in nature and does not take into account your specific circumstance. Please make sure you talk to your legal representative and carry out your own investigations.

